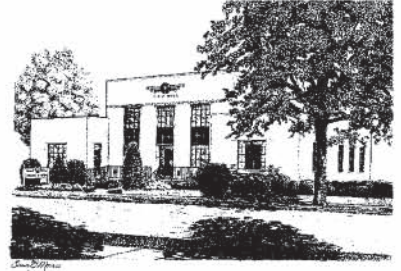


City of Monroe Police Department

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Telephone 770-267-7576 • Fax 770-267-8386



May 1, 2001

Dr. Kevin Parsons, Chairman
Armament Systems and Procedures, Inc
2511 E Capitol Drive
Appleton, WI 54912

Dear Sir:

I recently pitted ASP's expandable batons against Monadnock new Sure Grip / Auto Lock line of batons as part of a test and evaluation program to see which product would best suit our department and, as I always do, I wanted to provide you with our results. Needless to say our department has chosen to go with ASP but I wanted to clarify why for both companies.

-When asking for a set of Test and Evaluation batons, Tracey Folds – my ASP Technical Support Rep here in Georgia – only asked me what I needed and where I wanted it sent. When posed with the same request, Monadnock asked me what products I wanted to try, then made me pay ABOVE RETAIL for them. I could have purchased them cheaper through a distributor!

-When asking Tracey about evaluating training programs, he said "meet Tom Bardugon and I at Gwinnett PD for an Instructor's class. Don't worry about the slots, we'll be happy to have you!" When I asked Monadnock to sponsor us for training, they said, "We have a seminar in New Orleans that will cost \$280.00 per person to attend."

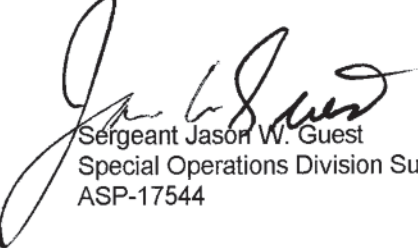
- When I received the products, ASP sent me everything I asked for and everything else that I might have needed such as a Bid Support Manual, Instructor Manual, and a Liability Manual. Monadnock sent me a video and a strike chart.

- I also found ASP's staff, regardless of which office I have talked to, to be courteous and respectful and went out of their way to help me when I needed an answer, even if it wasn't their department. Monadnock staff was consistently rude, short, and hard to deal with. Asking the operator to transfer me somewhere required a complete explanation as to why I wanted to speak with them. As I have already stated to Monadnock, I can see why the law enforcement community has left them.

After attending the training put on by Tom and Tracey, the other POST Instructor and I left and informed the Chief that we were declining the training in New Orleans and that we would be going with ASP products. We have convinced the Chief to allow us to use the money we would have spent attending Monadnock training to purchase Instructor Sets. Money better spent in our books!

Now, I want you to understand that I willingly gave up a trip to go back to where I originally started policing, back to the incredible food, and back to some good friends that I haven't seen in a while all while the department would have picked up the tab for the both of us. I don't want you to think that I'm pleading for a free trip to New Orleans; I just want to make it clear that I was glad to give up such a trip after the way we were treated by ASP. I would be honored if you would add our department's name to your list of agencies currently using ASP products.

Yours in better law enforcement,



Sergeant Jason W. Guest
Special Operations Division Supervisor
ASP-17544